Los Angeles,Cal.,April 15, 1914.

To The Honorable Board of Control,
of L.A Suburban Homes Co.,
Los Angeles,California.

Gentlemen:

In explanation of our former letter to your Board requesting that you set aside ten per cent on all sales made in the San Fernando Valley for our use in promoting the Poultry Industry, as well as other necessary development work, and that you advance $1500 per month to cover expenses - said $1500 to be deducted from said ten per cent, and also with the understanding that should you see fit to grant said request, that same may be cancelled at any time by either party should this arrangement prove to be contrary to good business, we herewith submit briefly the policy we expect to pursue.

First. Duplicate, if possible, in various sections the Poultry Industry as developed in North Raymer Acres.

Second. Under the direction of your General Manager, to investigate the possibilities of establishing and encouraging the growing of small fruits, tomatoes and truck gardening., as well as the establishment of canneries. We believe there is an unlimited market for all of these products.

Third. By a consistent series of letters to all of the real estate agents in this and other sections to show the superior advantages that obtain in the valley and the profits to be derived in handling your lands, as we believe the understanding is that selling agents shall receive ten per cent commission.

Fourth. To establish in the Valley central offices where all real estate agents can have the services of experts and automobiles to assist them in showing and selling your lands.

To use our best endeavors in assisting your General Manager in carrying out any activities that you may find necessary to accomplish and promote.

In the matter of any syndicates that may hereafter be promoted, the question as to whether we are entitled to the said ten per cent will be a matter we will leave entirely to your Board, and agree to abide by any decision you may make without question.